

## City: Wilton



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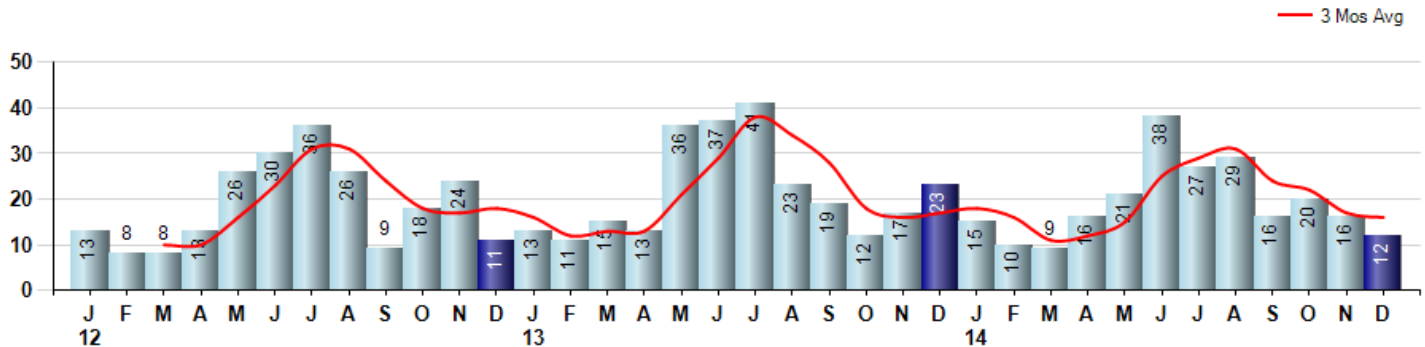
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$999,000	0%		1%				
Average List Price of all Current Listings	\$1,424,417	7%		5%				
December Median Sales Price	\$885,000	-5%	5%	21%	12%	\$815,000	3%	3%
December Average Sales Price	\$920,458	-10%	1%	-19%	1%	\$924,061	1%	1%
Total Properties Currently for Sale (Inventory)	111	-26%		-13%				
December Number of Properties Sold	12	-25%		-48%			-12%	
December Average Days on Market (Solds)	149	8%	1%	-12%	-10%	153	-7%	-8%
Asking Price per Square Foot (based on New Listings)	\$405	34%	32%	63%	31%	\$305	-2%	-1%
December Sold Price per Square Foot	\$258	-7%	-5%	-14%	-6%	\$279	1%	2%
December Month's Supply of Inventory	9.3	-1%	2%	66%	-15%	10.8	-1%	-1%
December Sale Price vs List Price Ratio	95.3%	-1.8%	-1%	1%	-0.4%	96.4%	0.8%	0.8%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

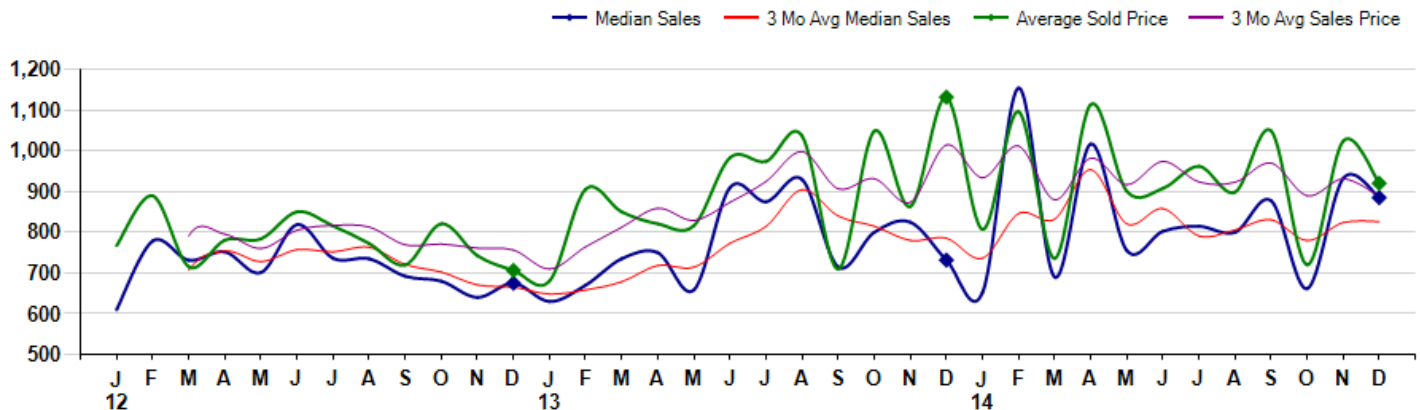
December Property sales were 12, down -47.8% from 23 in December of 2013 and -25.0% lower than the 16 sales last month. December 2014 sales were at a mid level compared to December of 2013 and 2012. December YTD sales of 229 are running -11.9% behind last year's year-to-date sales of 260.



### Prices

The Median Sales Price in December was \$885,000, up 21.0% from \$731,688 in December of 2013 and down -5.1% from \$932,500 last month. The Average Sales Price in December was \$920,458, down -18.7% from \$1,131,899 in December of 2013 and down -10.1% from \$1,024,375 last month. December 2014 ASP was at a mid range compared to December of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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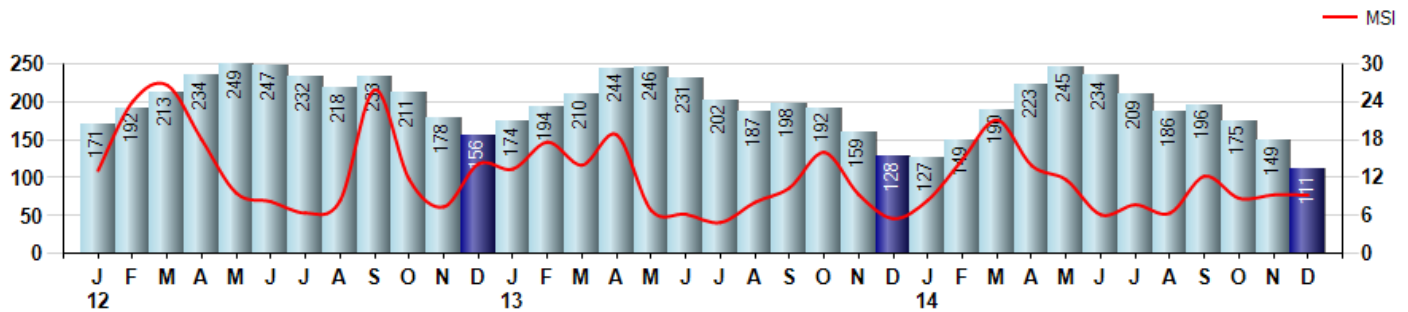
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 111, down -25.5% from 149 last month and down -13.3% from 128 in December of last year. December 2014 Inventory was at the lowest level compared to December of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2014 MSI of 9.3 months was at a mid range compared with December of 2013 and 2012.

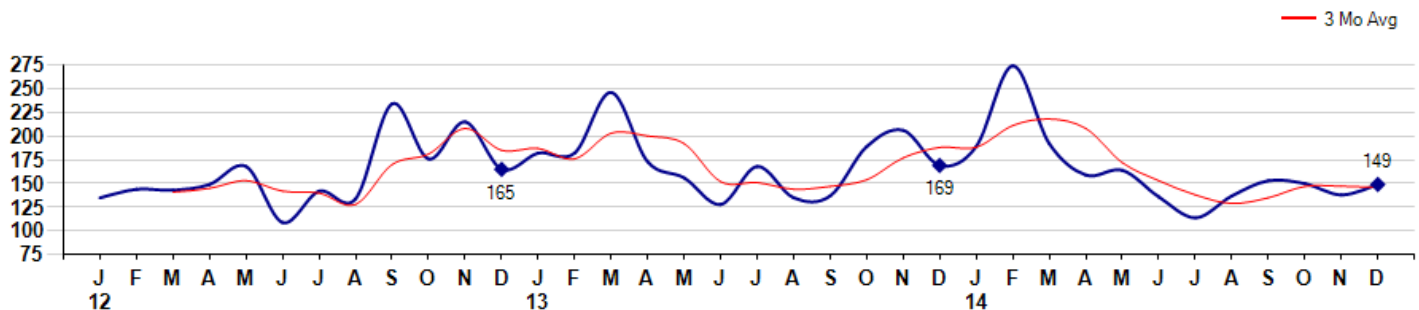
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 149, up 8.0% from 138 days last month and down -11.8% from 169 days in December of last year. The December 2014 DOM was at its lowest level compared with December of 2013 and 2012.

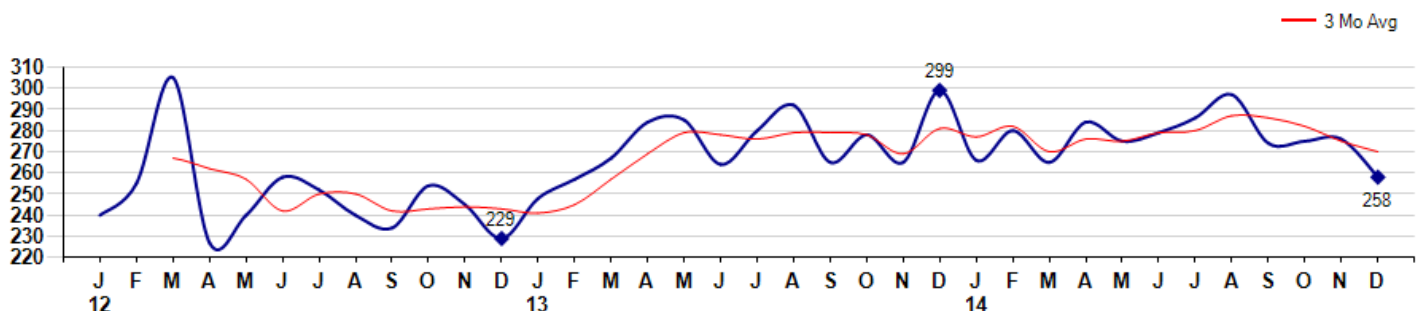
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2014 Selling Price per Square Foot of \$258 was down -6.5% from \$276 last month and down -13.7% from \$299 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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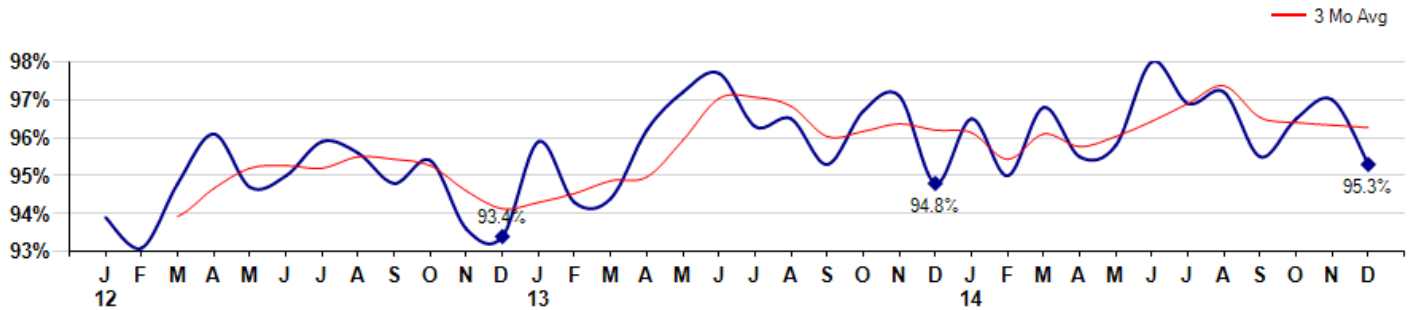


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### Selling Price vs Listing Price

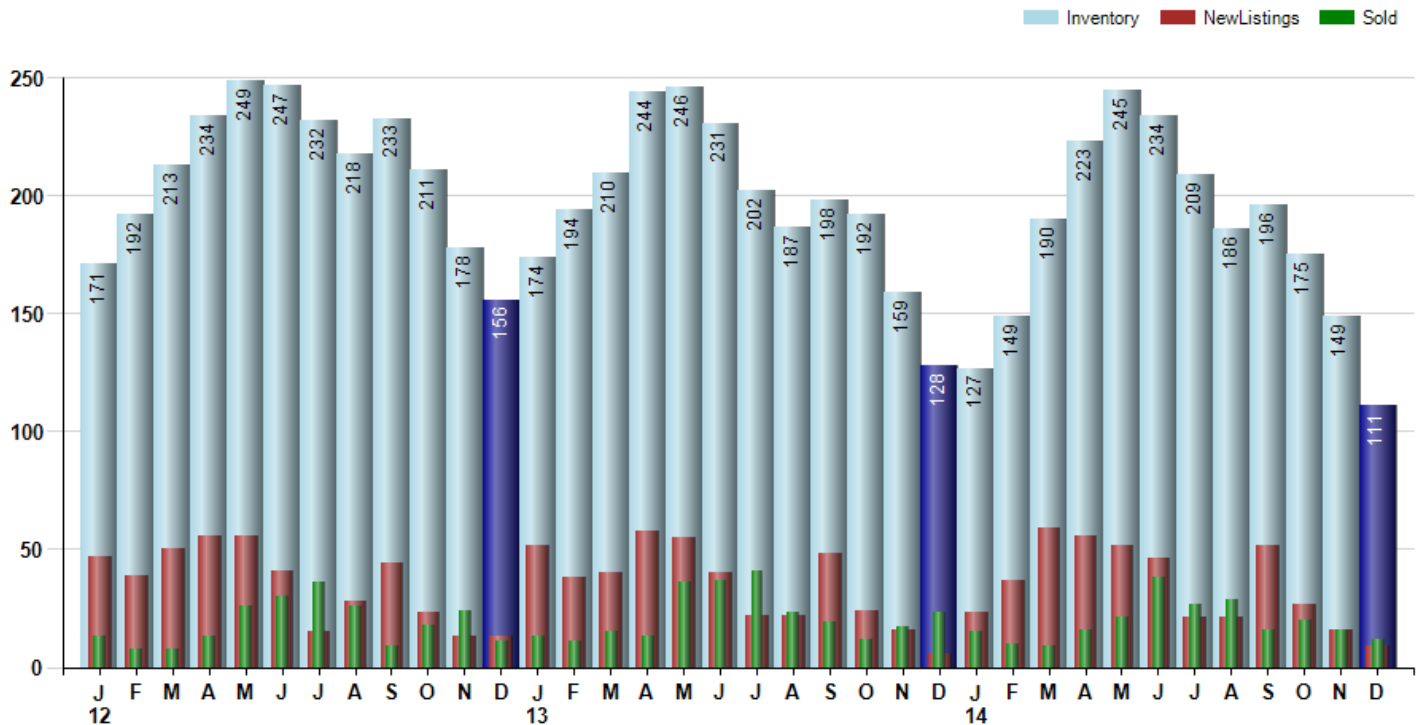
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2014 Selling Price vs List Price of 95.3% was down from 97.0% last month and up from 94.8% in December of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2014 was 9, down -43.8% from 16 last month and up 50.0% from 6 in December of last year.



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